

Message Text

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TAGS: ETRD TGEN US CH

SUBJECT: VISIT TO CHINA BY US MANUFACTURER OF
SCIENTIFIC INSTRUMENTS

1. DR. SHELDON BREINER, A GEOPHYSICIST AND PRESIDENT OF A FIRM CALLED GEOMETRICS IN PALO ALTO, CALIFORNIA CALLED BRIEFLY AT USLO MAY 6 TO APPRISE US OF HIS VISIT TO CHINA. BREINER HOPES TO SELL THE CHINESE MINERAL AND PETROLEUM EXPLORATION EQUIPMENT, EARTHQUAKE PREDICTION TECHNOLOGY, ARCHAEOLOGICAL EQUIPMENT AND OCEANOGRAPHIC INSTRUMENTATION. HE PARTICIPATED IN THE RECENT CANADIAN EXHIBITION IN SHANGHAI ON BEHALF OF THE TORONTO DIVISION OF HIS COMPANY NAMED EXPLORANIUM, BUT PRIMARY PURPOSE OF HIS CHINA VISIT WAS TO ESTABLISH POSSIBLE BUSINESS CONTACTS FOR GEOMETRICS.

2. IN VISIT TO PEKING AFTER THE END OF THE CANADIAN EXHIBITION, BREINER MET OFFICIALS OF, AND LECTURED AT, THE INSTITUTE OF GEOPHYSICS OF THE ACADEMY OF SCIENCES, VISITED A SEISMOLOGICAL AND MAGNETICS OBSERVATORY ABOUT 20 KMS OUTSIDE OF PEKING, MET WITH OFFICIALS OF THE BUREAU OF GEOLOGY RESPONSIBLE FOR MINERAL AND PETROLEUM EXPLORATION, AND TALKED TO THE TECHNICAL IMPORT AND THE MACHINERY IMPORT AND EXPORT CORPORATIONS.

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3. BREINER SAID HE CONCLUDED THAT CHINA IS NOT A LARGE

POTENTIAL MARKET FOR HIS PRODUCTS. HE IS IMPRESSED THAT THE CHINESE WANT TO DO AS MUCH AS POSSIBLE FOR THEMSELVES AND BELIEVE THEY ARE LIKELY TO BUY CERTAIN ITEMS ONLY TO USE AS PROTOTYPES. BEST PROSPECTS FOR HIS FIRM WITH THE CHINESE, HE FEELS, ARE AERIAL SURVEY EQUIPMENT FOR MINERAL AND PETROLEUM EXPLORATION, AND POSSIBLY A COMPUTER FOR PROCESSING OF SURVEY DATA.

4. IN THE COURSE OF DISCUSSIONS AT THE GEOPHYSICAL INSTITUTE AND THE GEOLOGY BUREAU, BREINER SAID HE ASKED FOR INFORMATION ON THE MAGNETIC FIELD IN CHINA (WHICH, JUDGING FROM THE RESPONSE, HE DOES NOT EXPECT THE CHINESE TO SUPPLY), AND SAID THE CHINESE WOULD LIKE TO OBTAIN PICTURES OF CHINA WHICH WERE TAKEN FROM THE ERTS-A NASA SATELLITE FOR GEOLOGICAL SURVEY PURPOSES. BREINER WAS IMPRESSED WITH THE LIBRARY AT THE INSTITUTE OF GEOPHYSICS, WHICH HE FOUND WELL-STOCKED WITH PHOTO OFFSET COPIES OF IMPORTANT CURRENT PUBLICATIONS.

5. IN SHANGHAI, BREINER SAID HE VISITED A COMPUTER AND SEVERAL TRANSISTER FACTORIES. IN GENERAL, HE JUDGED CHINESE PRODUCTION OF SUCH EQUIPMENT AS "NAIVE AND UNSOPHISTICATED IN TECHNIQUE" AND THOUGHT THESE FACTORIES ARE MORE INTERESTED IN VOLUME OF OUTPUT THAN IN SUITABILITY FOR END-USE.

6. COMMENT: BREINER STRUCK US AS AN INTELLIGENT OBSERVOR WITH CONSIDERABLE EXPERTISE IN HIS FIELD. HE WILL PROBABLY CONTACT PRCM IN STATE OR BEWT (PRC OFFICE) AT COMMERCE, AND WE BLIEVE IT WILL BE WORTHWHILE FOR EXPERTS IN WASHINGTON TO TALK TO HIM IN MORE DETAIL THAN WAS POSSIBLE IN OUR BRIEF MEETING.
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